**About Cars and Things** 

Ray Vane Should I buy a '65 car on

a cleanup sale, or wait for a '66 model? Good question. The answer isn't easy. But there are some answers. We say that if you keep a car 2½ to 3 years ar longer, you have substantial savings by buving now at cleanup arise.

buying naw at cleanup price.
Here is how we reason:
A certain amount of discounting or over-allowance on trade-ins goes on all year.
So what you save an a '65 now is not the difference between sticker price and year.

tween sticker price and year-end sale price, but the differ-ence between what you would pay now, and say, a few months from now on an identical '66 car.

There is a significant say-

There is a significant sav

There is a significant saving on the new car price it-self, we figure at least \$200 on our lowest priced cars to \$1,000 or more on our high-est priced cars. On top of that, you will have sharp sea-sonal depreciation on your trade-in this fall. Could be

anything from nothing on an older car, to \$300 or \$400 on

older car, to \$300 or \$400 on a car 3 years old.

Now you know that the older a car gets, the less it is worth—sad but true. Right now, if you were trading in a typical "Big Three" 1960 model, it would be worth about \$150 more than a similar 1959 model. A 1961 model about \$150 more than a 1960. A 1962. \$225 more than a 1960. A 1962. \$225 more

a 1960. A 1962, \$225 more than a 1961. But, a 1963 would bring \$425 more than a 1962, and a 1964, \$775 more than a 1963. So you see, all other things being egual you would save

being equal you would save more by buying a '65 than you would lose on trade-in, if you plan to keep the car

three (3) years or longer. If you keep a car only a year or two—wait for a '66.

The other things to consider are mileage and payments. Don't drive the car so many miles that it needs a

lot of expensive recondition-ing. Some people are harder on cars than others. Trade

on cars than others. Trade before you need upholstery replaced, paint, etc. Trade it while it is still nice.

If you are a payment buyer, don't keep the car too long. Payments then, could be too high for you to make a trade. Then, too, don't forget you may need repairs if you wait.

Does this answer your question? Stop in and see us and we'll talk about your

We still have a goodly number of '65 m odels — Valiant - Chrysler - Imperial -Plymouth. Maybe the one you

Where? 2909 Pacific Coast Hwy.. Torrance. Or phone . . . 326-0873.

Ray Vane

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\$1399 1962 MONZA

\$1199

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